

Message Text

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12

ACTION PM-07

INFO OCT-01 NEA-14 ISO-00 AID-20 IGA-02 CIAE-00 INR-11

NSAE-00 RSC-01 DODE-00 MC-02 ACDA-19 DRC-01 /078 W

----- 085563

R 200700Z SEP 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 0385

C O N F I D E N T I A L BEIRUT 11399

E.O. 11652: GDS-31DEC80

TAGS: MASS, LE, US

SUBJECT: LETTER OF OFFER FOR V-150 "COMMANDO" ARMORED CARS FOR
LEBANON

1. AS DEPT AWARE, GOL HAS VACILLATED FOR ALMOST TWO YEARS
OVER PURCHASE OF ARMORED CARS FOR INTERNAL SECURITY FORCES.
EARLIER LETTER OF OFFER (LOA) (FMS CASE UHR) AND COMMERCIAL
OFFER FROM CADILLAC-GAGE WERE BOTH REJECTED BY GOL.

2. IN JAN 74 LEB ARMY REQUESTED NEW LOA. I UNDERSTAND THAT
THIS LOA HAS BEEN DELAYED BY NEGOTIATIONS BETWEEN THE U.S.
ARMY TACOM AND CADILLAC-GAGE ON PRICE AND AVAILABILITY OF
CARS. IN JULY MY DATTT WAS TOLD THAT LOA WOULD BE AVAILABLE
FOR RELEASE O/A 19 JUL 74.

3. I HAVE BEEN APPROACHED BY DEF MIN MAALOUF AND DEPUTY
SHAFIC BADR (MEMBER OF PARLIAMENTARY DEFENSE COMMITTEE AND,
INCIDENTALLY, LOCAL AGENT FOR CADILLAC-GAGE) WHO SAY THAT GOL
READY TO SIGN LOA IF TERMS ACCEPTABLE. THEY ARE MOST
ANXIOUS FOR LOA TO BE RELEASED.

4. I AM NOT FULLY CONVINCED THAT GOL IS CHOMPING AT THE BIT TO
SIGN THIS CASE. PREVIOUSLY, U.S. OFFERS HAVE BEEN USED AS A
TOOL FOR BARGAINING WITH CHIEF FOREIGN COMPETITOR
BRAVIA, A PORTUGESE COMPANY. ALSO CADILLAC-GAGE CAME OFF
SOMEWHAT TARNISHED IN THE EYES OF LEBANESE IN MOST
RECENT NEGOTIATIONS, AND ITS PRODUCT MAY NOT BE ACCEPTAABLE
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UNLESS THE PRICE IS RIGHT. IN SPITE OF THIS, I BELIEVE IT WOULD

BE USEFUL IF LOA WERE RELEASED AND WOULD APPRECIATE IF DEPT
COULD NUDGE DA ALONG A BIT. GODLEY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ARMED FORCES, MILITARY VEHICLES, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 20 SEP 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: cunninfx
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974BEIRUT11399
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740264-0407
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1974/newtext/t19740929/aaaaaykn.tel
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Original Classification: CONFIDENTIAL
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Review Comment: n/a
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Review Event:
Review Exemptions: n/a
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Review Markings:

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30 JUN 2005

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